

# PROCUREMENT STRATEGY SUMMIT NSW

MOVING FROM BUSINESS FUNCTION TO BUSINESS STRATEGY

TUESDAY, AUGUST 27, 2024

DOCKSIDE DARLING HARBOUR,  
SYDNEY, NSW



## SPEAKERS



Health

Michael Gendy

Chief Procurement Officer



Gwen Inglis

Chief Procurement Officer



Brian Hagen

Chief Procurement Officer



Bronwyn Sloan

General Manager Procurement



Chris Heptinstall

Head of Procurement



Transport for NSW

Dale Tuckey

Director, Procurement Insights & Analytics

## KEY TOPICS

- Reshaping the future role of procurement within the business
- Fostering strong supplier partnerships through process & technology
- Designing a customer centric category management strategy
- Assessing the impact of inflation and policy regulations on procurement & supplier market

## WHO WILL ATTEND?

- Heads of Procurement
- Heads of Strategic Sourcing
- Heads of Category Management
- Heads of Commercial & Strategy
- Heads of Vendor & Supplier Management

# SUMMIT AGENDA

TUESDAY, AUGUST 27

## 8:30 REGISTRATION, COFFEE & NETWORKING

### 9:00 WELCOME REMARKS FROM CHAIRPERSON

Charlotte Payne, General Manager – ANZ, Chartered Institute of Procurement & Supply

#### 9.10 ATTENDEE SPOTLIGHT:

What are your key considerations for 2025 to ensure a successful procurement team

### 9:40 PANEL DISCUSSION: LEADING A PROCUREMENT TEAM IN A PROJECT ENVIRONMENT

- Realigning strategic scope of procurement in pursuit of evolving business requirements
- Striking the right balance between BAU, time management and project management
- Discussing different approaches to navigate around high inflation
- Understanding how right tools and techniques can assist with spend analysis and better procurement decision making in the future

Michael Gendy, Chief Procurement Officer, NSW Health  
Gwen Inglis, Chief Procurement Officer, Veolia  
Brian Hagen, Chief Procurement Officer, Westpac  
Bronwyn Sloan, General Manager Procurement, Virgin Australia  
Moderated by: Dojo Esquivel, General Manager Procurement & Supply Chain, Club Assist

### 10:20 CASE STUDY: INFLUENCING STRATEGIC WORKFORCE MANAGEMENT: PROCUREMENT IN THE CHANGING WORKFORCE LANDSCAPE

- Strategies to navigate the complex and rapidly changing workforce landscape
- Moving beyond simply sourcing goods and services to encompass strategic initiatives

Mark Coyle, Chief Executive Officer APAC, Guidant Global  
Peter Larkin, Group Finance Director APAC, Guidant Global

## 10:50 SPEED NETWORKING

### 11:10 MORNING TEA & NETWORKING

### 11:30 PANEL DISCUSSION: USING ACTIONABLE INSIGHTS TO BUILD STRONGER SUPPLIER RELATIONSHIPS

- Aligning systems, technology and processes to build supplier's capabilities & performance
- Getting suppliers to become a seamless part of your business for continual improvement
- Problem solving as a procurement leader - managing risk, driving down cost and doing more with key suppliers on multiple avenues
- Understanding how to drive best practices around sustainability & modern slavery

Angus Cruickshank, Head of Supplier Partnerships and Performance, Hollard Insurance  
Tatiana Mastandrea, Head of Procurement ANZ, Beiersdorf  
Jason Lockwood, Head of Procurement, Bingo Industries  
Chris Heptinstall, Head of Procurement, Uniting  
Chislaine Vazquez, Procurement Manager, Indirects and Third Party Manufacturing, Arnotts Group  
Moderated by: Charlotte Payne, General Manager, CIPS

### 12:10 CASE STUDY: "BEYOND THE HYPE : PRACTICAL GEN AI IDEAS FOR PROCUREMENT"

Carl Kimball, Vice President- Asia Pacific & Japan, Zycus

### 12.40 LUNCH & NETWORKING

#### 1:20 INTERACTIVE WORKSHOPS

- Implementing social & sustainable procurement initiatives as a part of a wider business strategy
- Supplier pre-qualification challenges: how to take relationships further and do more with key suppliers
- Key tips & tricks for change management whilst on a transformation journey
- Overcoming skill shortages and bridging knowledge gaps within your organisation

### 2.00 PANEL DISCUSSION: DRIVING BUSINESS VALUE THROUGH STRATEGIC PROCUREMENT

- Exploring best in class category management strategies to support stakeholder requirements
- Providing actionable insights for the revision of procurement strategy and continuous growth
- Leveraging category & customer insights to help drive outcome focused value add across multiple channels

Mark Torrens, Head of Procurement, Real Pet Food  
Odelia De Cruz, Head of Indirect Procurement, Category Management & Sourcing, QBE  
Dale Tuckey, Director, Procurement Insights & Analytics, Transport for NSW  
Seema Varma, Director Procurement, Western Sydney University  
Moderated by: Charlotte Payne, General Manager, CIPS

### 2:40 PRESENTATION: RISK MANAGEMENT REVISTED: PROCUREMENT'S ROLE IN MANAGING ENTERPRISE RISK

- Exploring procurement's influence in managing strategic, operational, financial and compliance risks

Tom Zielinski, Senior Director ANZ, GEP

### 3.10 AFTERNOON TEA & NETWORKING

### 3:30 KEYNOTE: THE GREATER ROLE OF PROCUREMENT WITHIN THE BUSINESS: HOW CAN WE EXTEND VALUE-ADD FURTHER?

- New perspective on procurement & supplier negotiation
- Ideas around supporting high-level decision-making & being a trusted advisor to the business stakeholders
- Enabling procurement's flexibility to adapt constantly changing strategies across the business

Stavros Seremetis, Head of Procurement Partner Optimisation & Strategic Delivery Centres, IAG Insurance

### 4.00 CLOSING REMARKS FOLLOWED BY NETWORKING DRINKS

### 5:00 EVENT END